

Message Text

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P 140016Z APR 76
FM SECSTATE WASHDC
TO AMEMBASSY KUALA LUMPUR PRIORITY
AMEMBASSY BANGKOK

UNCLAS STATE 089362

E.O. 11652: NA

TAGS: BEXP, TH, MY

SUBJECT: COMMERCIAL FISHERIES TRADE MISSION, AUGUST 13-
27,1976

1. USDOC HAS A CHECK AND/OR VERBAL AGREEMENT TO PARTICI-
PATE IN SUBJECT TRADE MISSION FROM FOLLOWING FIRMS:
DESCO MARINE, DIVISION OF WHITTAKER CORP. (FISHING
TRAWLERS OF WOOD AND FIBERGLASS CONSTRUCTION FROM 48 FEET
TO 75 FEET IN LENGTH) FIRM WILL BE SEEKING DIRECT SALES,
DISTRIBUTION AND/OR LICENSE AGREEMENT.
MATHERS CONTROLS INC. (MARINE PROPULSION EQUIPMENT)
GENERAL FISH MACHINE CO. INC. (FISH SKINNING MACHINES)
CRYOTEMP (REFRIGERATION AND ICE MAKING MACHINES)
MARCO (HYDRAULIC DECK EQUIPMENT, FISHING SUPPLIES ETC.)
KORDY-COLYER (DIESEL ENGINE PARTS)

2. SERIOUSLY CONSIDERING PARTICIPATION ARE:
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HERZOG HART CORP. (FISH FARMING)

RETO MANUFACTURING CO. (MACHINERY FOR THE MANUFACTURE OF
FISH NETS)
EDWARD J. MOE INC. (CONVEYORS)

CAMPBELL INDUSTRIES (SHRIMP BOATS OVER 120 FEET)

3. COMMERCE ATTEMPTING SECURE ADDITIONAL FIRMS IN
FOLLOWING PRODUCT CATEGORIES: MARINE ENGINES, FISH
PROCESSING AND PACKAGING AND MARINE ELECTRONICS.

4. PROPOSED ITINERARY FOR THE MISSION:
AUGUST 13 STATESIDE BRIEFING
AUGUST 14 ENROUTE
AUGUST 16-18 KUALA LUMPUR (AMBASSADOR'S RECEPTION AND/
BUSINESS APPOINTMENTS)
AUGUST 19-20 PENANG (APPOINTMENTS)
AUGUST 21-22 FREE TIME AND TRAVEL TO THAILAND)
AUGUST 23-25 (AMBASSADOR'S RECEPTION AND/BUSINESS
APPOINTMENTS
AUGUST 26-27 SAMUT SAKHON (BUSINESS APPOINTMENTS)

5. FIRMS HAVE BEEN RECRUITED ON THE BASIS COMMERCE WILL
NOT HOLD THEM TO THEIR COMMITMENT IF THERE IS NO MARKET
FOR THEIR PRODUCT OR SERVICE. THEREFORE, POSTS SHOULD
CAREFULLY SCREEN THE POTENTIAL MARKETING OPPORTUNITIES
FOR MISSION MEMBERS AND ADVISE COMMERCE SOONEST OF ANY
PRODUCT LINE WHICH SHOULD NOT BE INCLUDED ON THE MISSION.

6. ACTION POSTS ARE REQUESTED TO: A) REPORT BY CABLE ANY
LACK OF INTEREST IN POTENTIAL MISSION MEMBERS PRODUCTS
OR SERVICES. B) RESERVE ONE HOTEL SUITE FOR MISSION
DIRECTOR AND TEN SINGLE ROOMS AT FIRST CLASS HOTEL.
C) REPORT ANY SPECIFIC TRADE OPPORTUNITIES THAT MIGHT BE
OF INTEREST TO COMMERCIAL FISHERIES TRADE MISSION
PARTICIPANTS ALREADY SIGNED, OR AS POSSIBLE PROCUREMENT
TOOL TO INTEREST ADDITIONAL CANDIDATES. D) ADVISE
SUGGESTED TIMING AND LENGTH OF STAY FOR USDOC ADVANCE
OFFICER. KISSINGER
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